



COUNTY OF LOS ANGELES

Public Health

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April 2, 2009

TO: Each Health Deputy

FROM: Mario J. Pérez, Director
Office of AIDS Program and Policy

SUBJECT: **RESULTS OF REQUEST FOR PROPOSALS #2008-01: HIV COUNSELING AND TESTING SERVICES, AND RFP #2008-03 (HCT REBID): HIV COUNSELING AND TESTING SERVICES REBID (CATEGORY 1, SPAS 1, 5)**

This is to inform you of the results of the Request for Proposals (RFP) #2008-01 HIV Counseling and Testing (HCT) Services and #2008-03 HCT Services Rebid (Category 1, SPAs 1 and 5) as outlined in (Attachment 1). The total amount of funding available under these RFPs is \$5,305,568. Funds to support these services are from the federal Centers for Disease Control and Prevention (CDC), the California Office of AIDS (OA), and net County cost (NCC).

BACKGROUND

The mission of the Los Angeles County Department of Public Health's Office of AIDS Programs and Policy (OAPP) is to respond to the HIV/AIDS epidemic in Los Angeles County by preventing its spread, maximizing health and social outcomes, and coordinating effective and efficiently targeted services for those at risk for, living with, or affected by HIV.

To accomplish this mission and its underlying HIV prevention goals, OAPP maintains partnerships to create prevention service delivery networks, to implement multiple morbidity programming, to implement structural interventions and to implement site-specific (e.g., County jails) or community-specific (Faith community) interventions. The HIV prevention service categories funded under this RFP will be distributed throughout the eight (8) Service Planning Areas (SPAs) of Los Angeles County.

HCT services include a range of tailored interventions designed to help persons learn their HIV status, develop skills to prevent HIV infection or HIV transmission, reinforce behaviors that help mitigate HIV infection and transmission and provide linkage to HIV and other systems of care. The HIV prevention services recommended for funding under this RFP are intended to help reduce new HIV infections in Los Angeles County through the adoption of healthier behaviors and by ensuring that a greater number of residents are aware of their status.

The purpose of the RFP is to provide targeted HCT opportunities to those at highest risk for HIV. Targeted efforts for the RFP were prioritized consistent with the Los Angeles County HIV Prevention Plan 2009-2013 (Prevention Plan) priority populations and within areas highly impacted by the HIV/AIDS epidemic.

The RFP also responds to the Prevention Plan's recommendation to support Partner Counseling and Referral Services (PCRS).

This RFP focuses on identifying organizations to provide HCT services. Applicants are recommended for funding in the following areas:

- Category 1: **Community Setting Programs:** HIV Counseling and Testing (HCT) Services provided in Storefronts.
- Category 2: **Mobile Testing Unit Programs:** HCT Services provided through Mobile Testing Units.
- Category 3: **Multiple Morbidity Mobile Testing Unit Programs:** HIV, STD, Hepatitis Services provided through Mobile Testing Units.
- Category 4: **Social Networks Testing Programs:** HCT Services targeted to Social Network Affiliates of Transgenders and HCT Services targeted to Social Network Affiliates of Men of Color including Gay Men and Non Gay Identified Men who Have Sex with Men, Transgenders or Multiple Genders.
- Category 5: **Routine HIV Testing in Non-County Operated Clinical Settings:** HCT Services provided in Highly Focused Clinics in SPAs 4, 6 and 8.

COMPETITIVE SOLICITATION PROCESS

On April 18, 2008, OAPP issued RFP #2008-01 (HCT). To ensure a competitive bidding process, OAPP publicly announced the release of the RFP through various means including the County's "Doing Business with Us" web site and through OAPP's web site. Announcements of the availability of the RFP were also made at community planning meetings throughout the County. In addition, a "Notification of RFP Release" letter was sent to approximately 76 private and 15 public HIV/AIDS community-based organizations and service providers. This resulted in 40 agencies submitting letters of intent to apply for HCT resources.

A Proposer's Conference was held on April 28, 2008. The proposals were due on May 20, 2008. Two agencies responded after the deadline and were not reviewed. Forty-nine (49) proposals from twenty-four (24) agencies were received by the deadline in response to this solicitation and were evaluated. They are categorized below:

- Category 1: **Community Setting Programs:** HIV Counseling and Testing (HCT) Services provided in Storefronts - (twenty-six proposals)
- Category 2: **Mobile Testing Unit Programs:** HCT Services provided through Mobile Testing Units - (ten proposals)
- Category 3: **Multiple Morbidity Mobile Testing Unit Programs:** HIV, STD, Hepatitis Services provided through Mobile Testing Units - (six proposals)
- Category 4: **Social Networks Testing Programs:** HCT Services targeted to Social Network Affiliates of Transgenders and HCT Services targeted to Social Network Affiliates of Men of Color including Gay Men and Non Gay Identified Men who Have Sex with Men, Transgenders or Multiple Genders - (three proposals)
- Category 5: **Routine HIV Testing in Non-County Operated Clinical Settings:** HCT Services provided in Highly Focused Clinics in SPAs 4, 6 and 8 - (four proposals)

OAPP REVIEW

OAPP followed the review process outlined in the RFP. All proposals received by the submission deadline passed the first phase of the review. This included screening proposals to ensure that they contained all required components, forms, signatures, formatting and the proposer minimum mandatory requirements as outlined in the RFP. These proposals were then forwarded to the second phase of the review for further evaluation.

For Phase 1A of the review process, OAPP assembled nine (9) external review panels, each containing three (3) evaluators, to evaluate and score the proposals submitted. Review panel members were carefully screened to ensure there were no conflicts of interest.

OAPP provided panel members with an orientation to review the basic content of the RFP, give the prospective panel members an overview of the RFP process and to respond to questions they had concerning the evaluation process. This orientation was designed to ensure that panel members clearly understood their charge, the review process, and the solicitation process. Prospective review panel members were given the opportunity to review the name of the proposing agencies. Each panel member signed and dated a certification form confirming that they had no conflicts of interest with the proposals that they reviewed and scored.

External review panels were convened from August 6 through November 7, 2008, to discuss the contents of the proposals and to come to a consensus and assign final scores to each proposal.

Phase 1B of the review process consisted of an internal review of the agencies' financial capability analysis and performance reference check. OAPP assembled two (2) review panels, each containing three internal (3) financial experts and programmatic experts to evaluate and score the proposals in these areas. All external review panel members were carefully screened to ensure there were no conflicts of interest.

Internal panel members were given an orientation to review the content and intent of the RFP and to respond to questions they had concerning their portion of the evaluation process. This orientation ensured that panel members clearly understood their charge, the review process, and the areas in which they were to review and evaluate the proposals. Review panel members were given the opportunity to review the name of the proposing agencies. Each panel member signed and dated a certification form confirming that they had no conflicts of interest with the proposals that they reviewed and scored.

Internal review panels were convened from September 24 through October 8, 2008, to discuss the content of the proposals and to come to a consensus and assign final scores to each proposal.

The final scores assigned to each agency were based on its combined scores from the first and second phase reviews.

FUNDING RECOMMENDATIONS

Based on the three-step review process, OAPP recommends funding twenty-three (23) agencies to implement thirty-two (32) HCT programs consistent with the HIV prevention priorities outlined in the Los Angeles County HIV Prevention Plan 2009-2013.

Included for your review is Attachment 1, which indicates the allocation of funds for each agency's recommended funding, number of programs to be funded, category award, and total annual awards.

Due to a lack of proposals submitted in response to RFP #2008-01 (HCT), under Category 1, for SPAs 1 and 5, OAPP issued RFP #2008-03 HCT Services Rebid. Attachment 1 also includes funding recommendations for RFP #2008-03.

NEXT STEPS

OAPP shall notify those agencies to be recommended for funding on April 6, 2009, promptly begin the contract negotiation process, finalize the development of the program scopes of work and budgets, and finalize a set of contracts inclusion in the HIV Prevention package for consideration by the Board of Supervisors on May 5, 2009. Services are scheduled to begin on July 1, 2009, and shall continue for an initial term of three years with a two-year extension option and six (6) month-to-month optional extensions, thereafter, if so needed.

If you have any questions regarding these recommendations or need additional information, please contact me at (213) 351-8001.

JEF:MJP:KAH:nms

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Attachments

c: Ignacio Gonzalez
Sylvia Drew-Ivie
Ron Fisher
Loreto Maldonado
Richard Martinez
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County of Los Angeles - Department of Public Health
Office of AIDS Programs and Policy
HIV Counseling and Testing Services (HCT) Request For Proposals (RFP)
RFP #2008-01 (HCT)

AWARD RECOMMENDATIONS

Category 1: Community Setting Programs: HIV Counseling and Testing (HCT) Services Provided in Storefronts

Program Name	AGENCY NAME	Annual Funding Recommendation	SPA Agency Located In	Services Provided in							
				SPA 1	SPA 2	SPA 3	SPA 4	SPA 5	SPA 6	SPA 7	SPA 8
HCT/STD Services - Long Beach	AIDS Healthcare Foundation	\$220,000	4				100%				
HCT Services - West Hollywood	AIDS Healthcare Foundation	\$165,000	8		15%						85%
Community Setting Program	AIDS Project Los Angeles	\$148,880	4				45%		55%		
Community Setting Program	Bienestar Human Services	\$174,432	7		25%	20%				30%	25%
HIV Counseling and Testing (HCT) Program	Martin Luther King, Jr. Multi-Service Ambulatory Care Center/Oasis Clinic	\$220,000	6						100%		
HCT Services	Children's Hospital of Los Angeles	\$105,405	4				25%		20%	40%	15%
Testing on Demand	City of Pasadena Public Health	\$109,949	3			100%					
HIV Testing Services	East Valley Community Health Center	\$219,578	3			85%				15%	
HCT Services	El Proyecto Del Barrio	\$100,000	2		100%						
HIV Counseling and Testing (HCT) Program	JWCH Institute, Inc.	\$129,168	4				45%		35%	20%	
HIV Counseling and Testing (HCT) Program	Los Angeles Gay & Lesbian Center	\$220,000	4				100%				
HIV Counseling and Testing (HCT) and Referral Services	Minority AIDS Project	\$100,000	6						100%		
Know Now	Special Services Groups	\$100,000	4				100%				
Community Setting Program	Tarzana Treatment Centers	\$200,000	2		100%						
HCT Services	The Catalyst Foundation	\$100,000	1	100%							
Community Based Setting Storefront Program	The Center Long Beach (One in Long Beach)	\$196,548	8								100%
TOTAL FOR CATEGORY 1:		\$2,508,960									

Category 2: Mobile Testing Unit Programs: HCT Services delivered through Mobile Testing Units

Program Name	AGENCY NAME	Annual Funding Recommendation	SPA Agency Located In	Services Provided in							
				SPA 1	SPA 2	SPA 3	SPA 4	SPA 5	SPA 6	SPA 7	SPA 8
HIV Testing Services (HCT) and Mobile Testing Unit (MTU)	AIDS Healthcare Foundation	\$200,000	4				88%	6%	6%		
Counseling & Testing Mobile Unit Program	AltaMed Health Services Corporation	\$200,000	7			35%	5%			60%	
Mobile Testing Unit Program	Bienestar Human Services	\$200,001	7		20%		15%		20%	20%	25%
HIV Testing Services	East Valley Community Health Center	\$199,997	3			94%				6%	
Prevention On Wheels (POW)	Los Angeles Gay & Lesbian Center	\$200,000	4				60%		40%		
Mobile Testing Unit Program	Tarzana Treatment Centers	\$196,610	2		100%						
TOTAL FOR CATEGORY 2:		\$1,196,608									

County of Los Angeles - Department of Public Health
Office of AIDS Programs and Policy
HIV Counseling and Testing Services (HCT) Request For Proposals (RFP)
RFP #2008-01 (HCT)

AWARD RECOMMENDATIONS

Category 3: Multiple Morbidity Mobile Testing Unit Programs: HIV, STD, Hepatitis Services Provided in Mobile Testing Units

Program Name	AGENCY NAME	Annual Funding Recommendation	SPA Agency Located In	Services Provided in							
				SPA 1	SPA 2	SPA 3	SPA 4	SPA 5	SPA 6	SPA 7	SPA 8
Multiple Morbidities Testing Program (MMTP)	California State University Long Beach, Center for Behavioral Research and Service	\$300,000	8						30%		70%
Multiple Morbidity Testing Unit (MMTU)	JWCH Institute, Inc.	\$300,000	4				60%		40%		
Multiple Morbidity Mobile Testing Programs (MMMTP)	Valley Community Clinic	\$300,000	2		45%		10%		20%	25%	
TOTAL FOR CATEGORY 3:		\$900,000									

Category 4: Social Networks Testing Programs: HCT Services Targeting Social Network Affiliates of Transgenders and HCT Services Targeted to Social Network Affiliates of Men of Color Including Gay Men and Non Gay Men Identified Men Who Have Sex With Men, Transgenders or Multiple Genders

Program Name	AGENCY NAME	Annual Funding Recommendation	SPA Agency Located In	Services Provided in							
				SPA 1	SPA 2	SPA 3	SPA 4	SPA 5	SPA 6	SPA 7	SPA 8
Social Networks Testing Program	Friends Research Institute	\$200,000	4				100%				
TOTAL FOR CATEGORY 4:		\$200,000									

Category 5: Routine HIV Testing in Non-County Operated Clinical Settings: HCT Services to be Highly Focused in SPAs 4, 6, and 8

Program Name	AGENCY NAME	Annual Funding Recommendation	SPA Agency Located In	Services Provided in							
				SPA 1	SPA 2	SPA 3	SPA 4	SPA 5	SPA 6	SPA 7	SPA 8
HCT Services	Central City Community Health Center	\$75,000	6						100%		
HIV Counseling and Testing Services	Clinica Monsenor Oscar A. Romero	\$75,000	4				100%				
Sexual Healthy Program (SHP)	Los Angeles Gay & Lesbian Center	\$75,000	4				100%				
TOTAL FOR CATEGORY 5:		\$225,000									

**RECOMMENDED TOTAL ANNUAL FUNDING FOR ALL CATEGORIES 1-5
FOR HCT RFP #2008-01 (HCT): \$5,030,568**

County of Los Angeles - Department of Public Health
Office of AIDS Programs and Policy
HIV Counseling and Testing Services (HCT) Request For Proposals (RFP)
RFP #2008-01 (HCT)

AWARD RECOMMENDATIONS

Category 1: Community Setting Programs: HIV Counseling and Testing (HCT) Services Provided in Storefronts - SPA 1

				Services Provided in							
Program Name	AGENCY NAME	Annual Funding Recommendation	SPA Agency Located In	SPA 1	SPA 2	SPA 3	SPA 4	SPA 5	SPA 6	SPA 7	SPA 8
HIV Counseling and Testing (HCT) Services	AIDS Project Los Angeles	\$75,000	1	100%							
TOTAL FOR CATEGORY 1:		\$75,000									

Category 1: Community Setting Programs: HIV Counseling and Testing (HCT) Services Provided in Storefronts - SPA 5

				Services Provided in							
Program Name	AGENCY NAME	Annual Funding Recommendation	SPA Agency Located In	SPA 1	SPA 2	SPA 3	SPA 4	SPA 5	SPA 6	SPA 7	SPA 8
Community Setting Program	Common Ground	\$100,000	5					100%			
Community Setting Program	AIDS Healthcare Foundation	\$100,000	4					100%			
TOTAL FOR CATEGORY 1:		\$200,000									

**RECOMMENDED TOTAL ANNUAL FUNDING FOR ALL CATEGORY 1 FOR
HCT REBID (SPAs 1 and 5), RFP #2008-03 (HCT REBID):** **\$275,000**

**RECOMMENDED TOTAL ANNUAL FUNDING (ALL CATEGORIES) FOR HCT
RFP #2008-01 (HCT) & HCT REBID RFP #2008-03 (HCT REBID):** **\$5,305,568**